



IDAHO STATE
LIQUOR
DIVISION

Serving Idaho Since 1935

2009
ANNUAL
REPORT



Order Picker using stock picker to reach product on upper rack levels.



Order Picker scanning pallet identification bar coded label.



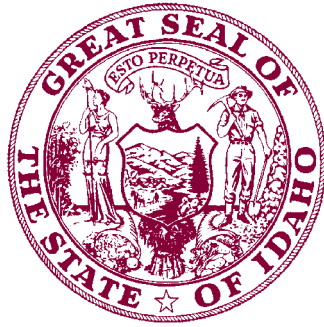
Carton in carton flow racking, showing location bar coded label.



Detail of location bar coded label.

IDAHO STATE
LIQUOR
DIVISION


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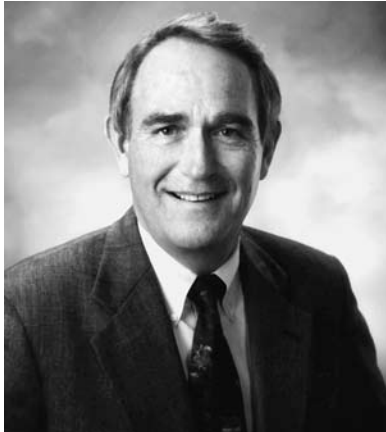


“The Idaho State Liquor Division was established to provide greater control over the distribution, sale, and consumption of beverage alcohol. While we accomplish this goal, we are also generating millions of dollars for the State’s General Fund, other public programs and cities and counties...”

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DIRECTOR'S MESSAGE



It is my pleasure to submit the Annual Report of the Idaho State Liquor Division (ISLD) to Governor Otter for the Fiscal Year ending June 30, 2009. Following is a summary of highlights for Fiscal Year 2009:

- Sales increased \$4.3 million from \$130.8 million to \$135.1 million, an increase of 3.3%.
- Profits increased \$1.1 million from \$45.1 million to \$46.2 million, an increase of 2.4%.
- The Liquor Division once again distributed a record total from net profits, \$45.2 million, and over the past decade has contributed \$304 million to the State's General Fund, legislatively-mandated public programs, and to Idaho's 200 incorporated cities and 44 counties.

Significant additional accomplishments for Fiscal Year 2009 included the following:

- Four new state-operated stores were opened during FY 2009, and are located in Ammon, Eagle, Kuna and Rathdrum.
- The Liquor Division is in the final phase of a 3-year, \$7.2 million project to expand and modernize the warehouse/distribution center at the Central Office in Boise. Construction is complete on a 17,000 square foot addition to the existing facility, and a state-of-the-art Warehouse Management System has been integrated into daily operations. The final phase of the project, involving the construction of an automated pallet storage and retrieval system, should be completed in early spring 2010.
- County-option Sunday packaged liquor sales continue to increase, especially in tourist regions. During FY 2009, Canyon and Payette brought to 29 the number of counties which have approved Sunday packaged liquor sales on what has become the second busiest shopping day of the week across the nation.
- At the conclusion of FY 2009, Sunday sales were offered in 24 of our 65 State stores, as well as 59 of our 99 contract store operators. Sunday sales generated more than \$3.5 million dollars in revenue, doubling the total of the previous Fiscal Year, while providing enhanced customer service and more fully utilizing existing facilities.

The decline in the US and Idaho economies was felt by the Division, as occurred in nearly every other sector of the business community. However, as in the five most recent national recessions, sales of distilled spirits continued to outpace the national retail sector, though at a less robust pace than in previous recessions.

- After years of double-digit growth in sales revenues, the ISLD saw customers trading down from premium brand beverages to less expensive brands, mirroring a national trend which has slowed revenue growth.
- Restaurants and bars, comprising the discount (on-premise) portion of the ISLD sales, suffered in Idaho, as they did nationally. This sector was particularly hard-hit in the Treasure Valley, which typically produces the Liquor Division's greatest revenues and profits due to a large population base, but suffered significant job losses, leading to reduced consumer spending in FY 2009.
- Consumption in Idaho remains below that of other control states, and well below the national consumption level, even as revenues and profits continue to grow. However, the economic reality of consumer trade-down in price (both retail and discount), threatens profits and distribution, providing the most significant challenge for the Liquor Division during FY 2010.
- The Liquor Division has reacted to a shrinking gross profit by increasing the price of the least expensive spirits in all categories, an effort to recapture some of the lost profit resulting from the trade-down noted previously. The debate continues internally at the ISLD (as it does nationally) regarding the impact on revenues that any further price increases to consumers might bring in the form of diminishing returns.

A reduction in personnel dollars from the 2010 budget has created a much leaner operating model for the Liquor Division, one of the agencies which completed Zero Base Budgeting (ZBB) in preparing its 2011 budget proposal. The experience was extremely helpful in validating the proper use of funds available, and an important tool in demonstrating the minimum needs for successful operation of the agency.

The ZBB experience, though, has led to a growing concern that any further reduction in personnel dollars may create difficult choices late in FY 2010, and certainly for FY 2011. The safety of employees and the security of the product, the two main points of emphasis, require substantial oversight. A reduction of personnel funding necessary to meet budget requirements may well mean: either too many additional hours of solitary employees in liquor stores, or a reduction of operating hours to insure safety and security at the current level of personnel spending, but bringing the potential for a loss, perhaps significant, in revenues and profits for distribution.

I want to thank Governor Otter, his staff, and the Legislature for their continued support of the Idaho State Liquor Division. I also want to express my sincere appreciation to the entire ISLD team for their ongoing dedicated service to the Liquor Division and the State of Idaho.

Sincerely,

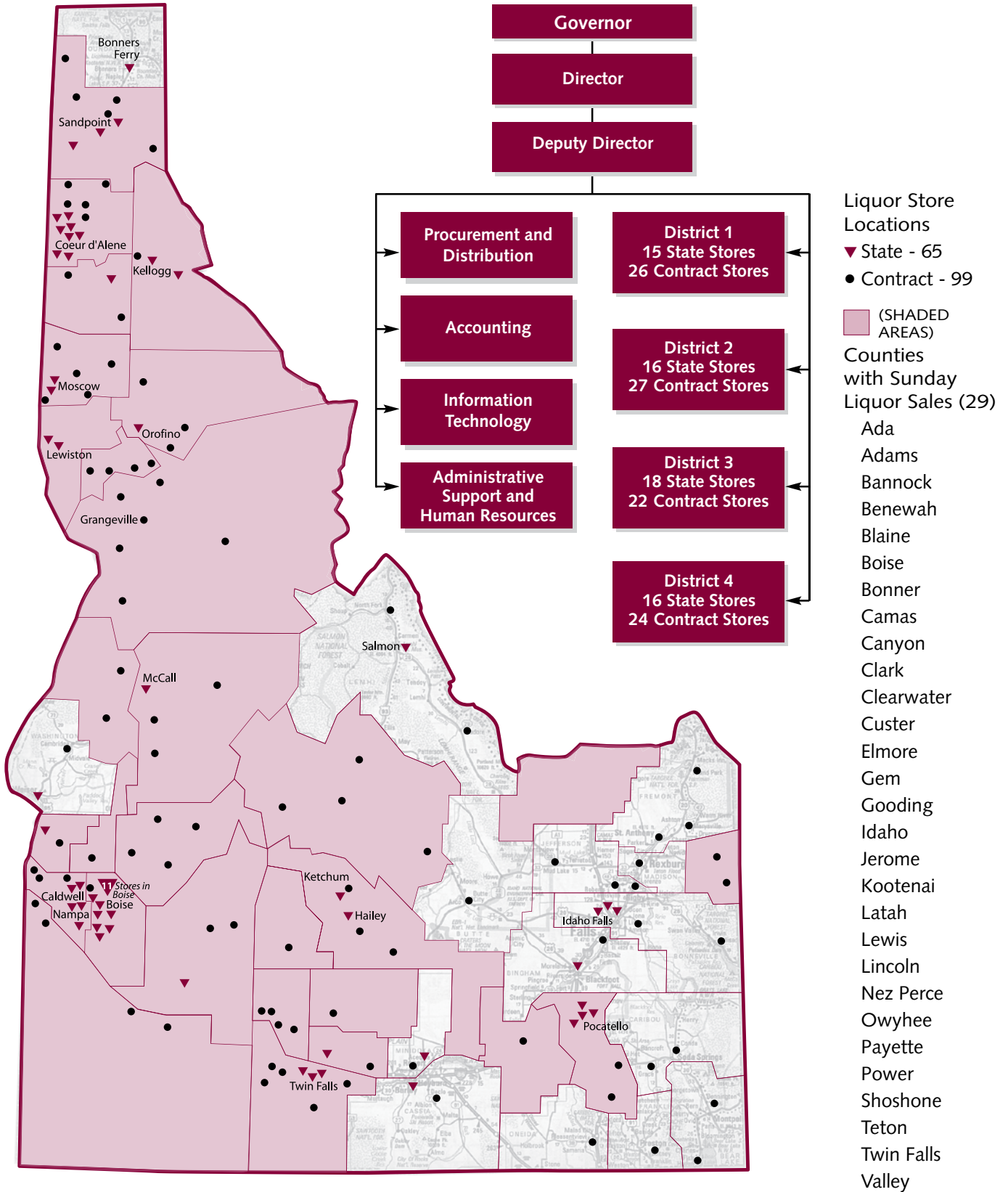


Dyke Nally, Director

15 Years of Growth

FISCAL YEAR	1996	2000	2005	2009	2010 (est)
FTE's	134	142	160	196	201
State Stores	47	50	52	65	67
Contractors	92	103	100	99	99
Bottles Sold	5.4 Million	5.9 Million	7.4 Million	9.9 Million	10 Million
Gross Sales	\$37,875,032	\$65,566,229	\$95,213,920	\$135,082,237	\$136,442,000
Gross Profit	\$25,054,686	\$30,249,627	\$45,285,139	\$64,034,594	\$64,810,000
Net Income	\$16,866,559	\$20,246,606	\$32,163,890	\$46,150,006	\$46,666,663
Distribution	\$17,417,325	\$19,891,672	\$33,826,157	\$45,193,360	\$45,763,000

ORGANIZATION STRUCTURE AND LIQUOR STORE LOCATIONS



BACKGROUND AND HISTORY

The Idaho State Liquor Division was established in 1935, following the repeal of prohibition, as a means of providing greater control over the distribution, sale, and consumption of beverage alcohol. Organizationally, the Division has been a division of the Office of the Governor since 1974.

Idaho is one of 20 jurisdictions that control the sale of alcohol beverages. (Eighteen control states and two counties in Maryland.) These jurisdictions account for almost one-third of the U.S. population, and regulate their own retail and/or wholesale distribution of beverage alcohol.

At fiscal year end, the Division operated 164 retail outlets throughout the State. Of those, 65 were state liquor stores staffed and operated by Division employees, and 99 were contract agencies. Stores are typically open from 11:00 a.m. to 7:00 p.m. A few stores are open additional hours for extended customer service.

Selected stores in 29 of Idaho's 44 counties have added limited Sunday hours as a customer service feature.

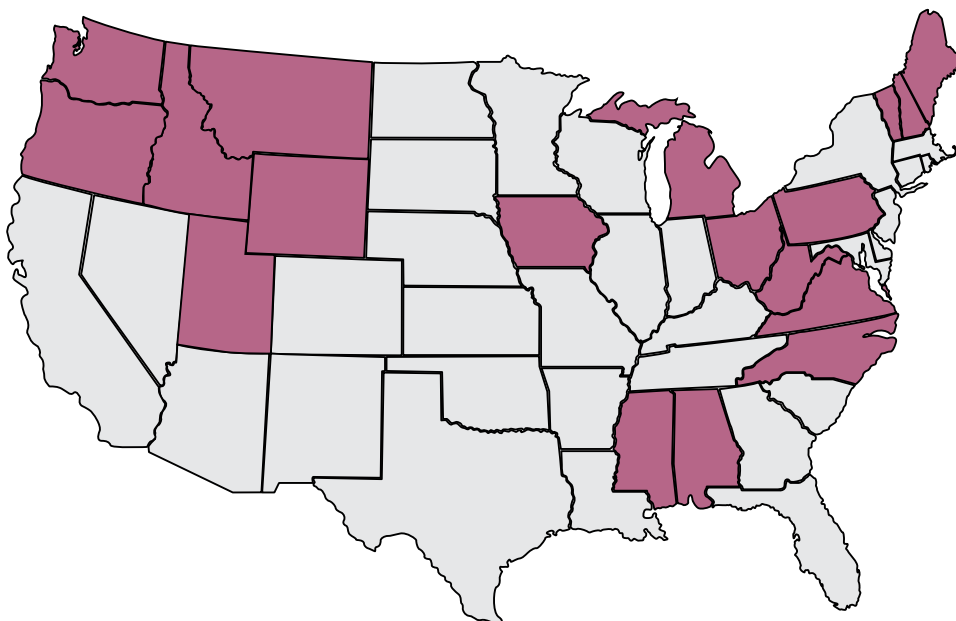
The state liquor store with the highest sales volume reported sales in excess of \$5 million in FY 2009. Statewide, stores sell nearly ten million bottles annually. Each state and contract store is stocked and maintained to meet the needs of customers including liquor-by-the-drink establishments. Outlets feature a selection of products priced uniformly throughout the state specific to the tastes and lifestyles of the local communities they serve. All products are priced uniformly throughout the state. The Division paid \$5.2 million to the private sector for agency contract fees and store leases in FY 2009.

The Division's central office and warehouse are located in Boise. A Central Office staff of 25 and four District Managers oversee all administrative aspects of the business

including purchasing, accounting, information technology, human resources, contracts, and store supervision. Twenty warehouse personnel, co-located with the administrative office, receive, store and distribute more than 840,000 cases annually over a geographic area of 83,000 square miles. The warehouse typically contains about 180,000 cases valued at nearly \$10 million.

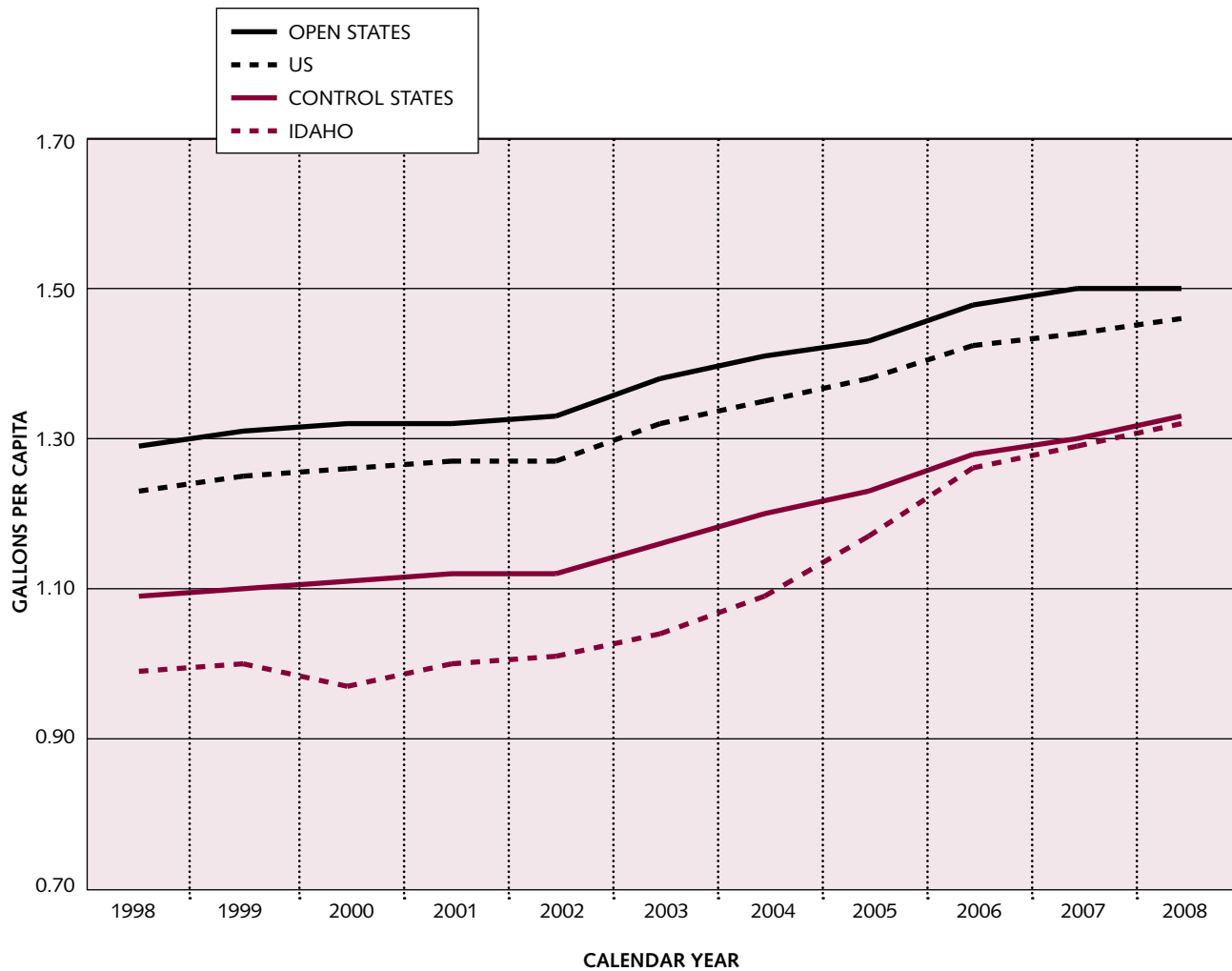
Idaho's system of liquor control provides benefits to all of Idaho's citizens. Moderation and temperance in control states generally reduce social costs associated with alcohol consumption. Additionally, Idaho law provides for the distribution of liquor profits to specific state programs, the General Fund, and 44 counties and 200 cities. Over the last decade \$304 million was distributed to state programs, counties and cities.

20 Control Jurisdictions



- Alabama
- Idaho
- Iowa
- Maine
- Michigan
- Mississippi
- Montana
- New Hampshire
- North Carolina
- Ohio
- Oregon
- Pennsylvania
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wyoming
- Montgomery County, MD
- Worcester County, MD

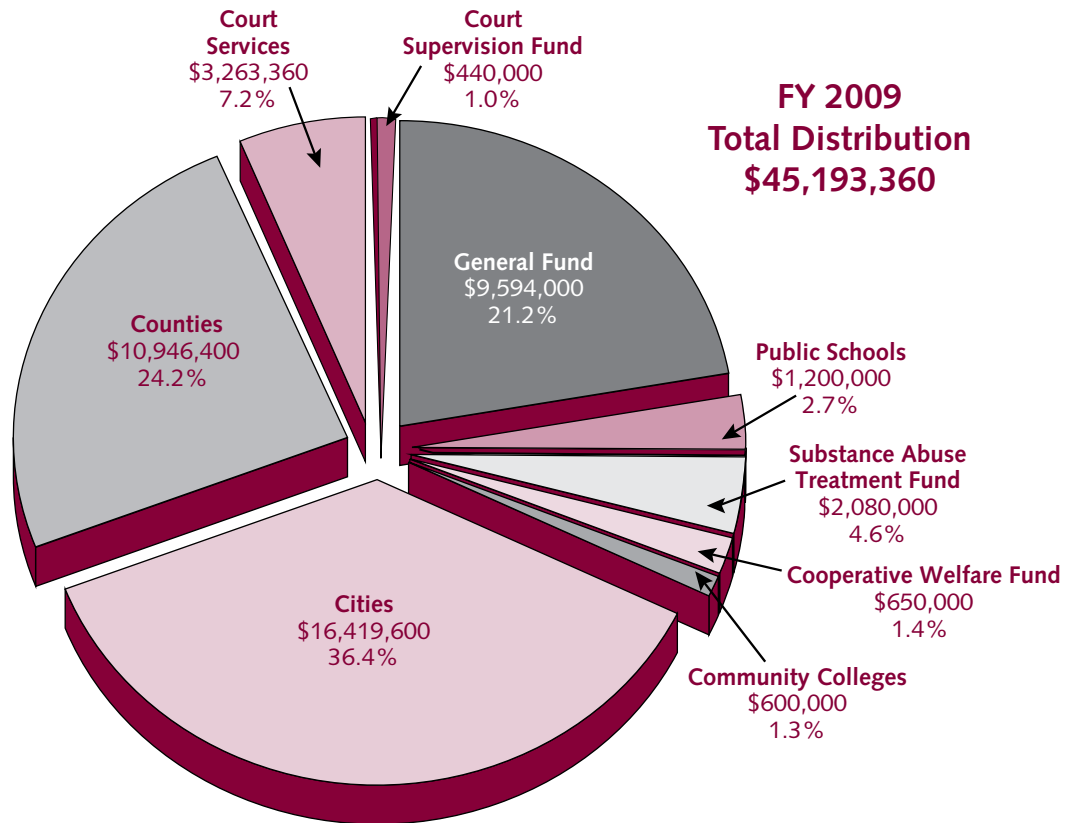
UNITED STATES AND IDAHO APPARENT PER CAPITA CONSUMPTION OF DISTILLED SPIRITS



Source: Distilled Spirits Council of the United States (most recent data available)

Apparent per capita consumption is based on total population (i.e., not just adults age 21 and over). Statistics are based on point-of-sale data and may not take into account cross-border distilled spirits sales. Consumption in Idaho was 1.32 gallons in calendar year 2008 compared with 1.33 gallons for all control states and 1.50 gallons in open states. Consumption in open states is 13% more than in all control states and 14% more than in Idaho.

PROFIT DISTRIBUTION



Statutory Profit Distribution Formula:

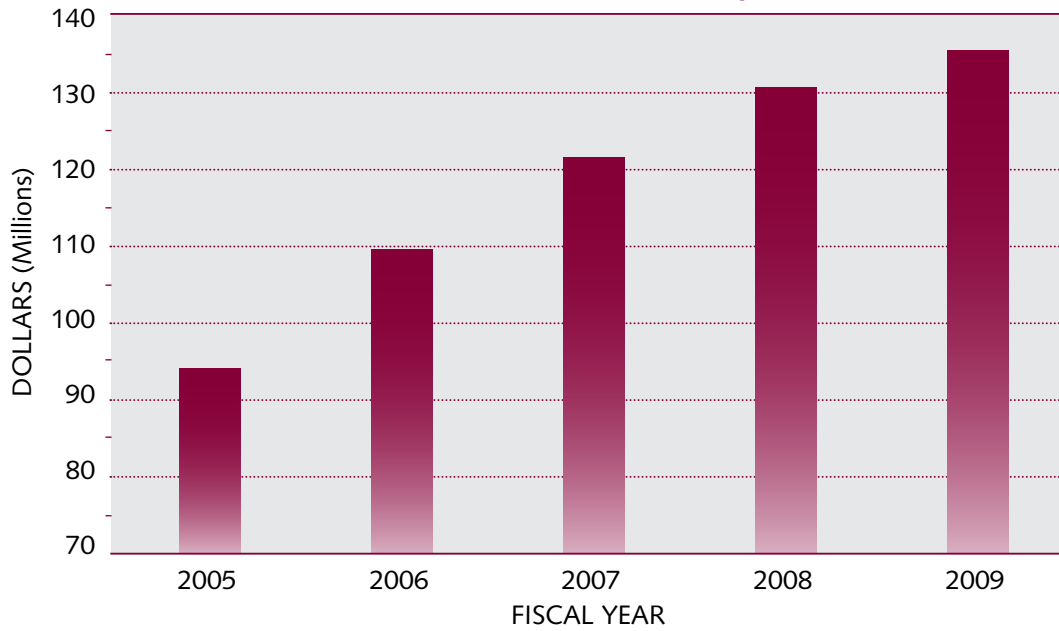
- Two percent surcharge on liquor sales to the Drug Court, Mental Health Court and Family Court Services Fund.
- Forty percent of profits (through FY 2009, increasing by 2% annually to 50% in FY 2014) are distributed as follows:
 - Repay \$1.8 million annually to the cities and counties during FY's 2006 through 2009.
 - Annual fixed distributions totaling \$5,650,000 to Substance Abuse Treatment Fund, Community Colleges, Public Schools, Cooperative Welfare Fund, Court Services and Court Supervision Funds.
 - Remaining balance to the General Fund.
- Sixty percent of profits (through FY 2009, decreasing by 2% annually to 50% in FY 2014) are distributed as follows:
 - 40% to counties in proportion to sales in each county.
 - 60% to cities as follows:
 - > 90% to those incorporated cities with liquor stores in proportion to sales.
 - > 10% to those incorporated cities without liquor stores in proportion to population.

RETAIL PRICE COMPONENTS



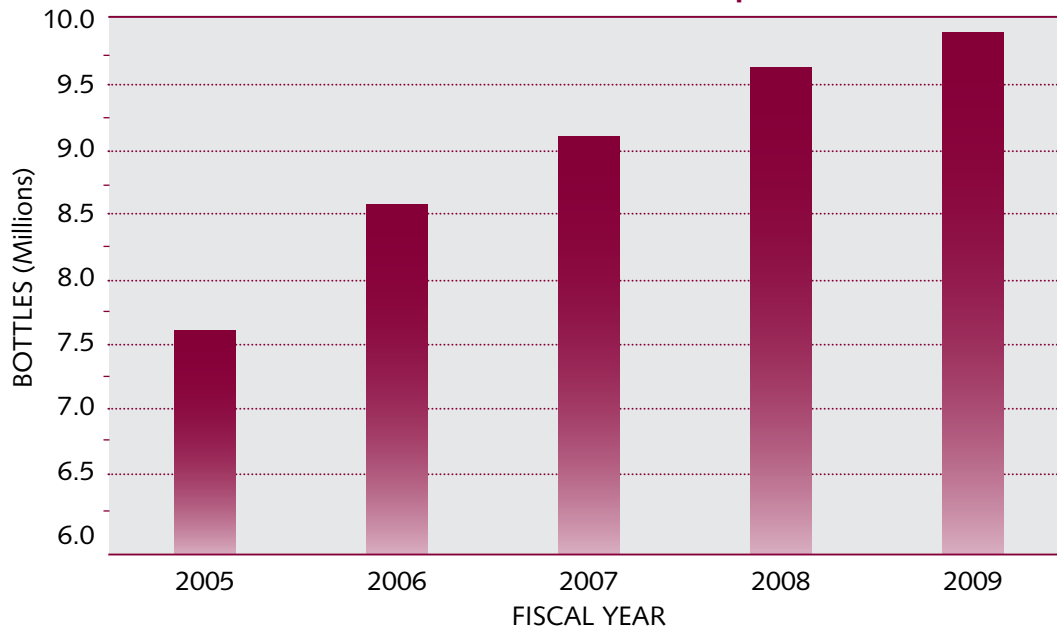
FIVE YEAR COMPARISONS

Five Year Dollar Sales Comparison



Dollar sales increased 41.9% from \$95.2 million in 2005 to \$135.1 million in 2009.

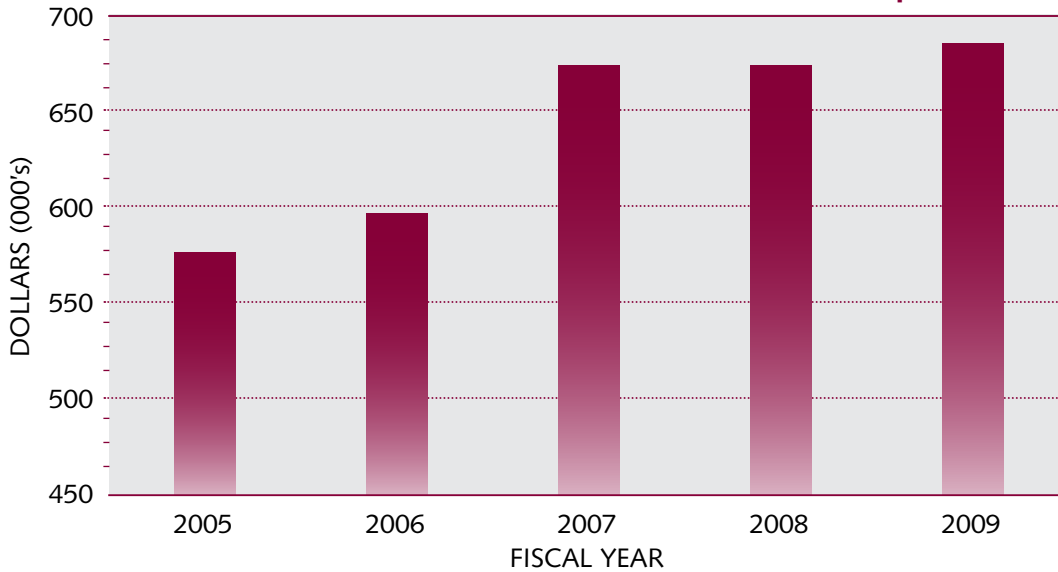
Five Year Bottle Sales Comparison



Bottle sales increased 29.6% from 7.6 million in 2005 to 9.9 million in 2009.

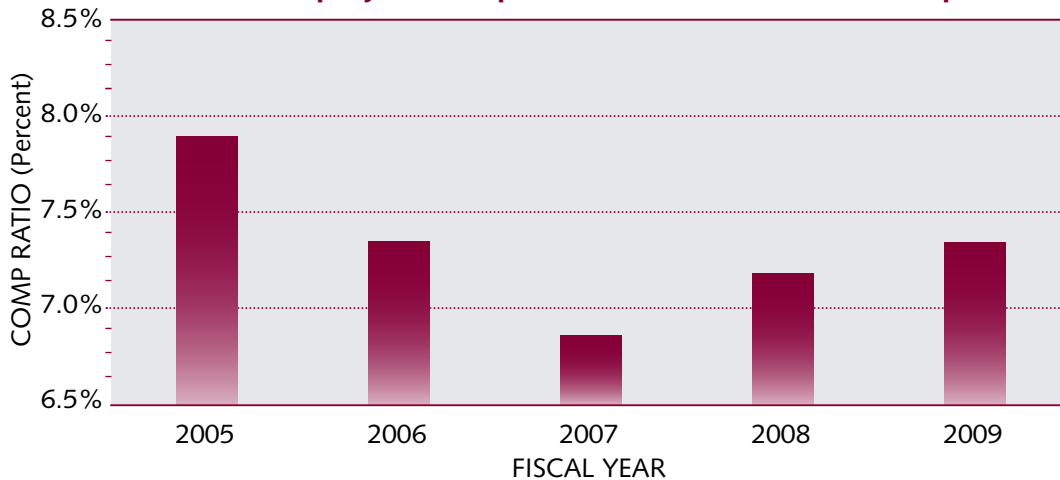
FIVE YEAR COMPARISONS

Five Year Sales Per Full-time Position (FTP) Comparison



The most recent figures available indicate that average dollar sales per employee is \$563,000 in the Alcohol Beverage Industry. The Liquor Division average dollar sales per employee was \$672,000 in FY'09.

Five Year Employee Compensation to Sales Ratio Comparison

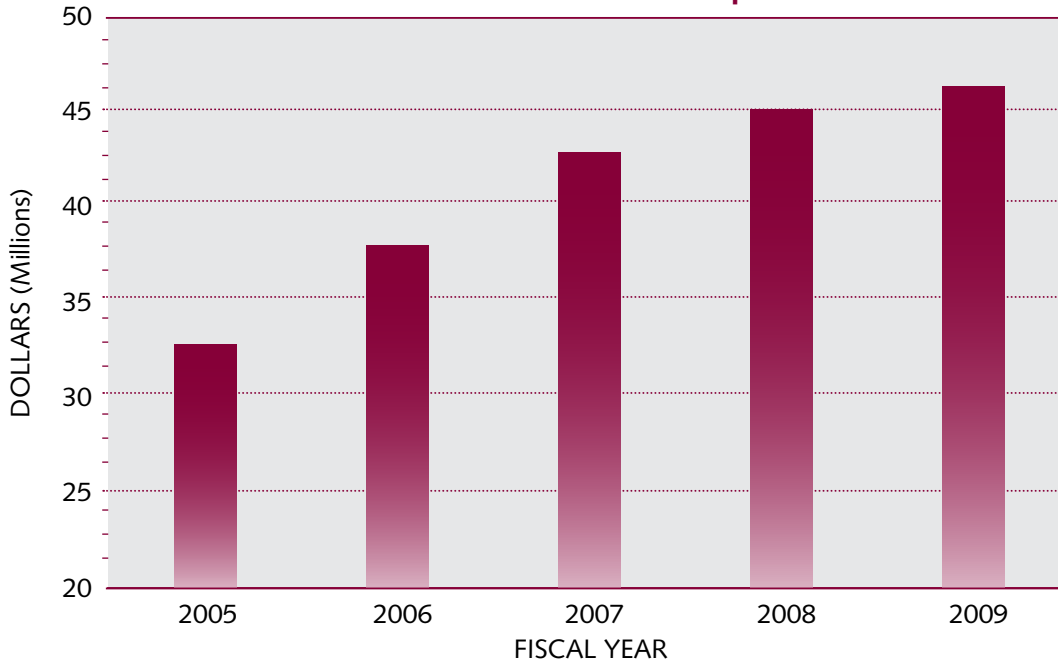


The ratio of employee compensation to sales dollars improved from 7.9% in 2005 to 7.3% in 2009¹. This commonly used measure of efficiency is 11.7% nationwide for the retail trade industry, and 13.1% for the retail liquor industry, according to the most recent IRS Corporate Financial Ratios available.

¹ Since 2009, the ISLD has opened five state-run stores. This has resulted in a modest increase in the compensation percentage, as these stores ramp-up sales.

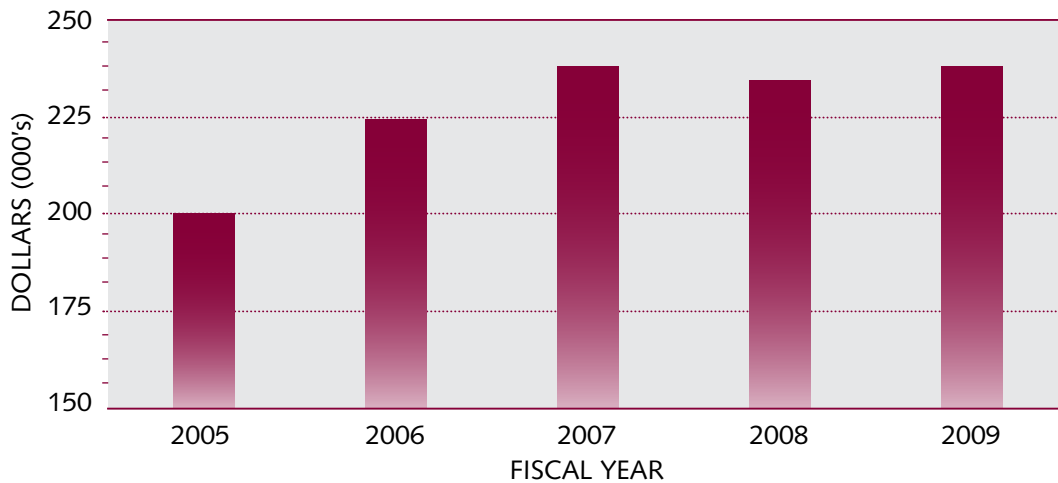
FIVE YEAR COMPARISONS

Five Year Net Income Comparison



Net income increased 43.5% from \$32.2 million in 2005 to \$46.2 million in 2009.

Five Year Net Income Per Full-Time Position (FTP) Comparison



The most recent figures available indicate that average net income per employee is \$51,000 in the Alcohol Beverage Industry. The Liquor Division's average net income per employee was \$235,000 in FY'09.

INCOME STATEMENT

	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
SALES		
Retail Liquor Sales -----	\$103,577,806.00-----	\$98,111,598.23
Discount Liquor Sales -----	30,361,471.44-----	31,544,053.73
Military Liquor Sales -----	82,302,38-----	111,097.45
Non Liquor Sales -----	1,060,657.74 -----	1,048,256.36
TOTAL SALES	135,082,237.56	130,815,005.77
 COST OF SALES -----		
	71,047,643.34 -----	69,164,861.07
 GROSS PROFIT -----		
	64,034,594.22 -----	61,650,144.70
Operating Expenses -----	18,351,472.53 -----	17,401,766.98
 NET OPERATING INCOME -----		
	45,683,121.69 -----	44,248,377.72
Other Income And Losses -----	466,885.23-----	841,830.83
<hr/>		
NET INCOME	\$46,150,006.92	\$45,090,208.55
<hr/>		

BALANCE SHEET

	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
ASSETS		
Cash -----	\$11,442,50.05-----	\$11,223,500.82
Warehouse Remodel Fund Cash-----	4,080,654.98-----	5,394,481.69
Accounts Receivable -----	57,974.37-----	64,558.82
Inventory-----	11,799,343.84-----	11,068,791.91
Prepaid Expenses -----	289,339.87-----	234,640.70
Land -----	297,943.39 -----	297,943.39
Building -----	4,361,602.75-----	4,361,602.75
Construction in Progress -----	1,405,076.47-----	78,994.30
Other Fixed Assets -----	3,154,193.15-----	2,696,861.65
Accumulated Depreciation -----	(2,481,896.42)-----	(2,183,914.99)
TOTAL ASSETS	\$34,406,733.45	\$33,237,461.04
LIABILITIES AND FUND EQUITY		
Liquor Accounts Payable -----	\$4,604,196.39-----	\$4,935,100.20
Payroll Payable-----	148,242.69-----	334,657.96
Other Accounts Payable-----	173,356.12-----	219,294.55
Distributions Payable-----	6,491,630.00-----	5,715,747.00
TOTAL LIABILITIES	11,417,425.20	11,204,799.71
Fund Equity Restricted For Warehouse Remodeling -----	5,473,475.99-----	5,473,475.99
Unrestricted Fund Equity-----	17,515,832.26-----	16,559,185.34
TOTAL LIABILITIES AND FUND EQUITY	\$34,406,733.45	\$33,237,461.04

STATEMENT OF CHANGES IN FUND EQUITY

	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
UNRESTRICTED FUND EQUITY AT BEGINNING OF YEAR	\$16,559,185.34	\$13,106,645.78
ADDITIONS		
Net Income -----	46,150,006.92-----	45,090,208.55
TOTAL ADDITIONS	46,150,006.92	45,090,208.55
TRANSFERS		
Transfer to Warehouse Remodel Fund-----	0-----	(3,245,400.00)
Transfer From Warehouse Remodel Fund To Fixed Assets-----	0-----	1,771,924.01
TOTAL TRANSFERS		(1,473,475.99)
DISTRIBUTIONS		
Cities-----	(16,419,600.00)-----	(14,637,600.00)
Counties-----	(10,946,400.00)-----	(9,758,400.00)
General Fund-----	(9,594,000.00)-----	(7,914,000.00)
Welfare Fund-----	(650,000.00)-----	(650,000.00)
Substance Abuse Treatment Fund-----	(2,080,000.00)-----	(2,080,000.00)
Public Schools-----	(1,200,000.00)-----	(1,200,000.00)
Community Colleges-----	(600,000.00)-----	(300,000.00)
Drug Court, Mental Health Court, Family Court Services Fund-----	(2,583,360.00)-----	(2,504,193.00)
Court Services-----	(680,000.00)-----	(680,000.00)
Court Supervision Fund-----	(440,000.00)-----	(440,000.00)
TOTAL DISTRIBUTIONS	(45,193,360.00)	(40,164,193.00)
UNRESTRICTED FUND EQUITY AT END OF YEAR	\$17,515,832.26	\$16,559,185.34

OPERATING EXPENSES

	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
Salaries And Wages-----	\$6,969,526.98	\$6,722,196.84
Employee Benefits-----	2,940,704.39	2,660,187.09
Special Distributor Commissions-----	2,450,946.00	2,358,813.00
Rent-----	2,746,244.71	2,454,658.21
Bank Card Fees-----	924,216.25	718,056.20
Store Furnishings, Fixtures, And Supplies-----	403,220.03	528,497.57
Utilities-----	431,225.36	388,520.15
Leasehold Repairs And Maintenance-----	212,644.29	258,175.70
Other Services-----	210,660.92	225,762.58
Communications-----	198,022.76	196,275.32
Computer Software, Development, And Maintenance-----	49,756.61	145,429.18
Travel-----	97,819.52	129,045.07
State Government Overhead-----	138,756.58	123,427.19
Employee Development Services-----	32,271.37	62,386.36
Repairs And Maintenance-----	45,867.44	38,809.80
Insurance-----	46,964.28	37,985.46
Professional Services-----	15,800.00	15,000.00
Miscellaneous Expense-----	13,193.46	10,591.90
Depreciation-----	423,631.58	327,949.36
TOTAL OPERATING EXPENSES-----	\$18,351,472.53	\$17,401,766.98

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
ADA COUNTY				
Boise	\$26,290,058.42	\$26,510,983.16	\$3,131,906.00	\$2,822,455.00
Eagle	3,758,943.88	3,257,025.18	369,992.00	330,560.00
Garden City	1,876,443.53	1,851,759.89	213,246.00	204,318.00
Kuna	1,083,916.62	974,943.98	109,582.00	103,019.00
Meridian	4,521,066.47	4,512,897.22	505,079.00	446,173.00
Star	476,026.22	490,939.51	55,060.00	45,913.00
TOTAL	38,006,455.14	37,598,548.94	7,416,399.00	6,698,565.00
ADAMS COUNTY				
Council	212,377.79	215,221.65	38,576.00	35,501.00
New Meadows	234,910.11	247,756.65	24,348.00	21,511.00
TOTAL	447,287.90	462,978.30	91,375.00	84,182.00
BANNOCK COUNTY				
Arimo	—	—	534,297.00	467,103.00
Chubbuck	1,264,938.47	1,078,355.71	9,225.00	8,085.00
Downey	56,339.64	44,986.45	124,927.00	108,050.00
Inkom	—	—	16,342.00	14,544.00
Lava Hot Springs	229,925.03	227,601.38	20,125.00	17,577.00
McCammom	—	—	26,110.00	24,085.00
Pocatello	5,178,167.76	5,035,418.79	23,361.00	20,349.00
TOTAL	6,729,370.90	6,386,362.33	1,329,813.00	1,164,282.00
BEAR LAKE COUNTY				
Bloomington	—	—	32,731.00	29,489.00
Fish Haven	123,029.98	115,441.75	6,587.00	6,174.00
Georgetown	—	—	—	—
Montpelier	312,495.12	283,840.47	13,784.00	12,974.00
Paris	—	—	32,804.00	29,196.00
St. Charles	—	—	14,516.00	13,584.00
TOTAL	435,525.10	399,282.22	104,272.00	95,042.00
BENEWAH COUNTY				
Fernwood	92,020.67	82,604.50	92,563.00	92,990.00
Plummer	352,635.72	313,640.77	—	—
St. Maries	760,837.99	699,845.50	36,934.00	47,896.00
Tensed	—	—	80,057.00	70,483.00
TOTAL	1,205,494.38	1,096,090.77	213,192.00	214,680.00
BINGHAM COUNTY				
Aberdeen	—	—	108,807.00	98,891.00
Atomic City	—	—	51,387.00	47,300.00
Basalt	—	—	728.00	653.00
Blackfoot	1,262,220.68	1,202,056.44	12,182.00	11,142.00
Firth	—	—	136,938.00	115,551.00
Shelley	195,392.49	188,743.72	13,976.00	10,861.00
TOTAL	1,457,613.17	1,390,800.16	354,614.00	314,994.00

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
	BLAINE COUNTY			\$412,997.00
Bellevue	\$723,251.31	\$726,373.07	83,075.00	75,608.00
Carey	45,619.46	39,661.19	4,376.00	4,632.00
Hailey	1,394,467.25	1,377,949.76	159,196.00	145,738.00
Ketchum	2,517,195.79	2,646,314.41	308,295.00	296,232.00
Sun Valley	68,793.32	87,778.68	9,913.00	8,403.00
TOTAL	4,749,327.13	4,878,077.11	977,852.00	917,046.00
BOISE COUNTY			54,144.00	50,491.00
Crouch	309,340.84	286,864.82	32,659.00	29,828.00
Horseshoe Bend	184,423.24	180,481.35	20,491.00	18,866.00
Idaho City	169,171.90	156,465.40	17,734.00	17,567.00
Lowman	32,014.89	27,752.17	—	—
Placerville	—	—	1,695.00	1,568.00
TOTAL	694,950.87	651,563.74	126,723.00	118,320.00
BONNER COUNTY			537,107.00	489,041.00
Clark Fork	337,842.08	297,672.14	33,793.00	27,187.00
Coolin	151,273.75	144,388.36	—	—
Dover	—	—	14,713.00	12,414.00
East Hope	—	—	6,323.00	5,692.00
Hope	—	—	2,494.00	2,260.00
Kootenai	—	—	13,764.00	11,786.00
Oldtown	1,175,887.17	1,079,268.75	121,925.00	106,958.00
Ponderay	1,054,350.06	976,805.39	111,908.00	103,616.00
Priest River	889,019.03	862,046.39	98,808.00	92,627.00
Sandpoint	2,636,606.85	2,674,958.79	306,156.00	284,234.00
Schweitzer	17,510.99	22,508.72	—	—
Tamrak/Priest Lake	392,114.80	372,412.54	—	—
TOTAL	6,654,604.73	6,430,061.08	1,246,991.00	1,135,815.00
BONNEVILLE COUNTY			582,680.00	505,873.00
Ammon	1,087,892.70	—	364,086.00	305,992.00
Idaho Falls	5,871,312.91	6,705,215.73	766,248.00	665,556.00
Iona	—	—	37,311.00	33,177.00
Irwin/Palisades	161,346.07	153,992.59	7,474.00	4,075.00
Ririe	153,038.79	124,920.86	14,232.00	13,374.00
Swan Valley	—	—	6,911.00	6,097.00
Ucon	—	—	30,905.00	27,592.00
TOTAL	7,273,590.47	6,984,129.18	1,809,847.00	1,561,736.00
BOUNDARY COUNTY			73,086.00	65,387.00
Bonnerr Ferry	899,373.36	870,553.09	100,002.00	89,669.00
Moyie Springs	—	—	20,928.00	18,901.00
TOTAL	899,373.36	870,553.09	194,016.00	173,957.00
BUTTE COUNTY			18,391.00	18,391.00
Arco	218,409.97	199,406.76	23,349.00	21,253.00
Butte City	—	—	2,107.00	1,915.00
Howe	—	—	—	—
Moore	—	5,439.00	4,928.00	—
TOTAL	218,409.97	199,406.76	49,286.00	46,487.00

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
<i>CAMAS COUNTY</i>			\$11,195.00	\$11,195.00
Fairfield	\$95,879.10	\$98,886.69	11,548.00	10,031.00
TOTAL	95,879.10	98,886.69	22,743.00	21,226.00
<i>CANYON COUNTY</i>			667,505.00	573,657.00
Caldwell	2,295,632.61	2,386,519.88	267,607.00	238,261.00
Greenleaf	—	—	25,743.00	23,322.00
Melba	—	—	15,219.00	13,658.00
Middleton	561,421.91	569,722.32	65,419.00	64,848.00
Nampa	5,353,618.99	4,906,937.26	555,506.00	461,911.00
Notus	—	—	17,303.00	14,219.00
Parma	194,519.86	193,142.30	22,357.00	20,025.00
Wilder	—	—	41,861.00	37,978.00
TOTAL	8,405,193.37	8,056,321.76	1,678,520.00	1,447,879.00
<i>CARIBOU COUNTY</i>			38,469.00	33,610.00
Bancroft	—	—	10,167.00	9,268.00
Grace	76,140.33	69,634.63	8,109.00	8,109.00
Soda Springs	389,263.89	388,068.74	45,090.00	39,783.00
TOTAL	465,404.22	457,703.37	101,835.00	90,770.00
<i>CASSIA COUNTY</i>			87,881.00	69,845.00
Albion	70,240.68	59,435.27	6,886.00	5,176.00
Declo	—	—	9,466.00	8,660.00
Malta	—	—	4,967.00	4,552.00
Oakley	—	—	20,211.00	18,503.00
Burley	980,594.72	1,001,709.28	115,036.00	92,091.00
TOTAL	1,050,835.40	1,061,144.55	244,447.00	198,827.00
<i>CLARK COUNTY</i>			11,475.00	11,475.00
Dubois	23,205.61	29,109.76	3,945.00	3,945.00
Spencer	—	—	969.00	894.00
TOTAL	23,205.61	29,109.76	16,389.00	16,314.00
<i>CLEARWATER COUNTY</i>			69,489.00	60,338.00
Elk River	56,802.90	49,692.43	5,300.00	4,729.00
Orofino	674,884.34	642,195.18	73,477.00	64,157.00
Pierce	69,695.75	60,027.37	8,208.00	8,208.00
Weippe	79,381.73	82,068.33	9,167.00	7,349.00
TOTAL	880,764.72	833,983.31	165,641.00	144,781.00
<i>CUSTER COUNTY</i>			56,450.00	48,050.00
Challis	334,865.70	287,155.45	32,540.00	25,644.00
Clayton	38,911.07	47,333.62	5,492.00	4,350.00
Mackay	107,291.03	113,624.47	12,806.00	11,843.00
Stanley	229,093.88	228,788.94	26,416.00	24,072.00
TOTAL	710,161.68	676,902.48	133,704.00	113,959.00

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
ELMORE COUNTY			\$145,824.00	\$126,026.00
Glenns Ferry	\$162,051.27	\$161,123.56	18,955.00	18,122.00
Mountain Home AFB	49,929.35	84,688.75	—	—
Mountain Home	1,372,814.12	1,397,993.26	159,366.00	135,772.00
Pine	95,602.43	91,593.74	—	—
Prairie	11,372.92	11,519.76	—	—
TOTAL	1,691,770.09	1,746,919.07	324,145.00	279,920.00
FRANKLIN COUNTY			30,760.00	30,760.00
Clifton	—	—	6,790.00	6,087.00
Dayton	—	—	12,818.00	11,903.00
Franklin	—	—	19,118.00	17,502.00
Oxford	—	—	1,517.00	1,408.00
Preston	385,062.92	357,209.61	41,340.00	37,431.00
Weston	—	—	12,583.00	11,620.00
TOTAL	385,062.92	357,209.61	124,926.00	116,711.00
FREMONT COUNTY			66,324.00	60,854.00
Ashton	150,049.67	126,991.80	14,839.00	13,945.00
Drummond	—	—	436.00	391.00
Island Park	331,852.27	322,505.59	37,359.00	35,689.00
Newdale	—	—	10,316.00	9,276.00
Parker	—	—	9,258.00	8,326.00
St. Anthony	373,554.60	334,520.08	38,561.00	33,762.00
Teton	—	—	16,573.00	14,766.00
Warm River	—	—	291.00	261.00
TOTAL	855,456.54	784,017.47	193,957.00	177,270.00
GEM COUNTY			64,704.00	55,156.00
Emmett	824,076.00	778,310.68	88,615.00	75,631.00
TOTAL	824,076.00	778,310.68	153,319.00	130,787.00
GOODING COUNTY			73,821.00	63,832.00
Bliss	87,141.29	100,174.99	11,585.00	11,701.00
Gooding	389,412.65	362,814.03	41,031.00	32,582.00
Hagerman	220,915.21	188,317.78	21,459.00	17,429.00
Wendell	226,850.15	229,962.07	26,762.00	25,593.00
TOTAL	924,319.30	881,268.87	174,658.00	151,137.00
IDAHO COUNTY			101,294.00	90,920.00
Cottonwood	131,077.26	137,779.53	15,958.00	15,606.00
Elk City	75,591.70	61,656.26	—	—
Ferdinand	—	—	4,175.00	3,841.00
Grangeville	474,531.63	444,912.77	51,026.00	45,515.00
Kooskia	189,036.73	175,359.19	20,166.00	17,662.00
Riggins	293,164.55	305,203.32	35,059.00	31,746.00
Stites	—	—	6,520.00	5,991.00
Whitebird	86,486.84	79,607.19	9,275.00	7,811.00
TOTAL	1,249,888.71	1,204,518.26	243,473.00	219,092.00

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
JEFFERSON COUNTY				
			\$46,558.00	\$46,062.00
Hamer	\$ —	\$ —	1,113.00	1,113.00
Lewisville	—	—	14,750.00	13,172.00
Menan	—	—	20,681.00	18,763.00
Mud Lake	42,922.34	39,882.48	4,699.00	5,063.00
Rigby	548,443.48	555,686.18	63,628.00	53,628.00
Roberts	—	—	18,761.00	17,143.00
Ririe (see Bonneville County)*	—	—	—	—
TOTAL	591,365.82	595,568.66	170,190.00	154,944.00
JEROME COUNTY				
			86,868.00	78,299.00
Eden	—	—	11,805.00	10,900.00
Hazelton	134,679.34	141,326.16	16,181.00	15,473.00
Jerome	964,721.95	895,049.36	102,729.00	92,014.00
TOTAL	1,099,401.29	1,036,375.52	217,583.00	196,686.00
KOOTENAI COUNTY				
			1,631,817.00	1,435,359.00
Athol	—	—	20,011.00	18,038.00
Bayview	208,033.76	204,078.09	—	—
Coeur d'Alene	8,904,795.89	8,529,298.35	965,407.00	817,913.00
Dalton Gardens	—	—	69,241.00	61,997.00
Fernan Lake	—	—	5,364.00	4,834.00
Garwood	279,781.09	269,801.57	—	—
Harrison	121,272.59	112,244.10	13,027.00	12,171.00
Hauser	—	—	22,959.00	18,353.00
Hayden	2,766,617.06	2,553,942.54	296,305.00	298,340.00
Hayden Lake	—	—	16,174.00	14,322.00
Huetter	—	—	2,823.00	2,555.00
Post Falls	6,194,374.38	5,938,081.46	669,448.00	604,483.00
Rathdrum	1,067,310.94	958,434.54	109,152.00	97,528.00
Spirit Lake	682,383.68	660,685.25	75,627.00	68,910.00
State Line	—	—	815.00	755.00
Worley	533,835.59	472,087.78	51,965.00	27,704.00
TOTAL	20,758,404.98	19,698,653.68	3,950,135.00	3,483,262.00
LATAH COUNTY				
			358,849.00	308,600.00
Bovill	—	—	8,388.00	7,357.00
Deary	121,067.68	121,240.81	13,882.00	13,814.00
Genesee	79,504.88	70,377.85	8,165.00	7,399.00
Juliaetta	—	—	16,876.00	14,585.00
Kendrick	125,311.98	115,491.33	13,498.00	11,573.00
Moscow	3,773,799.33	3,447,213.39	390,979.00	327,880.00
Onaway	—	—	6,339.00	5,543.00
Potlatch	186,831.83	180,573.64	20,889.00	20,152.00
Troy	370,335.94	376,777.89	43,628.00	42,802.00
TOTAL	4,656,851.64	4,311,674.91	881,493.00	759,705.00

*City limits extend into both counties

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
LEMHI COUNTY			\$82,807.00	\$77,298.00
Leadore	\$20,770.79	\$15,236.80	1,788.00	2,032.00
North Fork	58,854.82	49,903.08	—	—
Salmon	964,353.91	919,873.52	105,753.00	98,723.00
TOTAL	1,043,979.52	985,013.40	190,348.00	178,053.00
LEWIS COUNTY			44,965.00	42,127.00
Craigmont	59,536.02	58,740.33	6,800.00	6,116.00
Kamiah	373,237.34	367,471.65	41,988.00	39,558.00
Nez Perce	76,352.49	78,820.21	8,858.00	7,972.00
Reubens	—	—	2,040.00	1,902.00
Winchester	34,252.31	32,765.17	3,905.00	4,144.00
TOTAL	543,378.16	537,797.36	108,556.00	101,819.00
LINCOLN COUNTY			19,113.00	18,877.00
Dietrich	—	—	4,649.00	4,240.00
Richfield	—	—	12,205.00	11,209.00
Shoshone	222,647.27	228,822.27	26,760.00	25,684.00
TOTAL	—	—	35,967.00	34,326.00
MADISON COUNTY			55,299.00	55,299.00
Rexburg	260,753.78	247,734.23	74,914.00	74,914.00
Sugar City	—	—	43,649.00	37,562.00
TOTAL	260,753.78	247,734.23	173,862.00	167,775.00
MINIDOKA COUNTY			57,782.00	57,782.00
Acequia	—	—	3,858.00	3,533.00
Heyburn	—	—	78,596.00	72,355.00
Minidoka	—	—	3,447.00	3,164.00
Paul	126,282.94	119,857.78	14,096.00	13,954.00
Rupert	494,292.99	486,228.63	54,065.00	46,139.00
Burley (<i>see Cassia County</i>)*	—	—	—	—
TOTAL	620,575.93	606,086.41	211,844.00	196,927.00
NEZ PERCE COUNTY			412,286.00	365,147.00
Culdesac	51,300.00	56,411.62	6,782.00	9,782.00
Lapwai	—	—	32,707.00	29,159.00
Lewiston	5,126,103.02	4,884,602.67	558,451.00	500,848.00
Peck	—	—	5,383.00	4,803.00
TOTAL	5,177,403.02	4,941,014.29	1,015,609.00	909,739.00
ONEIDA COUNTY			17,698.00	17,698.00
Malad	222,865.35	203,492.13	23,661.00	21,071.00
TOTAL	222,865.35	203,492.13	41,359.00	38,769.00
OWYHEE COUNTY			53,814.00	46,805.00
Bruneau	61,625.83	59,985.73	—	—
Grand View	63,748.44	64,952.63	7,400.00	6,085.00
Homedale	251,929.85	245,446.98	27,626.00	23,502.00
Marsing	277,086.59	280,512.30	31,769.00	28,549.00
TOTAL	654,390.71	650,897.64	120,609.00	104,941.00

*City limits extend into both counties

SCHEDULE OF COMPARATIVE SALES & DISTRIBUTION OF PROFITS BY CITY/COUNTY

	SALES		DISTRIBUTIONS	
	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008	Fiscal Year Ending June 30, 2009	Fiscal Year Ending June 30, 2008
		\$	\$	
PAYETTE COUNTY			\$89,616.00	\$77,460.00
Fruitland	\$ —	\$ —	132,879.00	116,522.00
New Plymouth	332,472.27	297,444.00	33,109.00	28,776.00
Payette	865,686.30	779,635.44	89,596.00	77,435.00
TOTAL	1,198,158.57	1,077,079.44	345,200.00	300,193.00
POWER COUNTY			28,526.00	26,230.00
American Falls	352,193.96	348,304.58	40,300.00	37,162.00
Rockland	—	—	9,178.00	8,564.00
TOTAL	352,193.96	348,304.58	78,004.00	71,956.00
SHOSHONE COUNTY			125,608.00	110,713.00
Kellogg	674,382.97	654,758.85	75,126.00	68,437.00
Mullan	—	—	22,031.00	20,653.00
Osburn	—	—	40,719.00	38,117.00
Pinehurst	386,162.65	385,593.80	44,091.00	38,327.00
Smeltonville	—	—	17,464.00	16,146.00
Wallace	455,642.91	458,996.71	52,684.00	45,018.00
Wardner	—	—	5,745.00	5,297.00
TOTAL	1,738,835.80	1,728,171.63	410,228.00	368,392.00
TETON COUNTY			91,178.00	74,745.00
Driggs	733,416.24	711,025.57	83,306.00	69,011.00
Tetonia	—	—	6,901.00	6,363.00
Victor	344,440.63	389,945.34	43,681.00	35,781.00
TOTAL	1,077,856.87	1,100,970.91	225,066.00	185,900.00
TWIN FALLS COUNTY			436,307.00	369,960.00
Buhl	453,654.03	470,352.43	53,459.00	46,857.00
Castleford	60,849.42	50,088.72	5,773.00	5,260.00
Filer	175,973.21	164,250.82	18,974.00	17,864.00
Hansen	—	—	27,958.00	25,098.00
Hollister	38,538.78	34,289.37	3,819.00	2,783.00
Kimberly	274,605.69	241,342.42	27,492.00	23,705.00
Murtaugh	—	—	4,182.00	3,653.00
Twin Falls	4,623,438.38	4,284,783.83	487,901.00	411,959.00
TOTAL	5,627,059.51	5,245,107.59	1,065,865.00	907,139.00
VALLEY COUNTY			210,353.00	204,628.00
Cascade	377,087.58	397,055.77	44,967.00	43,271.00
Donnelly	348,645.26	404,430.92	44,980.00	48,782.00
McCall	1,689,864.26	1,720,436.23	196,485.00	187,475.00
Yellow Pine	15,004.77	12,717.63	—	—
TOTAL	2,430,601.87	2,534,640.55	496,785.00	484,156.00
WASHINGTON COUNTY			54,480.00	47,548.00
Cambridge	118,473.17	108,674.61	12,428.00	11,152.00
Midvale	—	—	6,074.00	4,791.00
Weiser	575,666.83	543,598.67	62,178.00	54,048.00
TOTAL	694,140.00	652,273.28	135,160.00	117,539.00
FISCAL YEAR TOTALS	\$135,082,237.56	\$130,815,005.77	\$27,366,000.00	\$24,396,000.00



Single bottle repack area, showing powered take-away conveyor and empty box monorail overhead. As orders are completed, central area of powered conveyor takes cases from 2nd floor mezzanine to main DC floor to be added to orders containing full cases.



Order picker is using pick to voice technology at the single bottle repack area. The single bottle repack enables ISLD to ship expensive or low volume products to stores in less than full case quantities. Order picker receives picking instructions and sends back picking confirmations using wireless technology.

Case pre-printed bar code being scanned for data maintenance.



Order picker using pick-to-voice technology, which provides wireless, 2-way communication between portable computer and host computer. Picking instructions and picking confirmations are communicated.



Wireless portable computer used to send and receive picking instruction from host computer and used to transmit picked orders back to host computer. Each order picker is assigned a portable computer and wireless headset microphone.

IDAHO STATE
LIQUOR
DIVISION

2009 ANNUAL REPORT